

# THE TRANSPORTATION LINK

OFFICE OF THE  
SECRETARY

U.S.  
COAST GUARD

FEDERAL AVIATION  
ADMINISTRATION

FEDERAL HIGHWAY  
ADMINISTRATION

FEDERAL RAILROAD  
ADMINISTRATION

NATIONAL HIGHWAY  
TRAFFIC SAFETY  
ADMINISTRATION

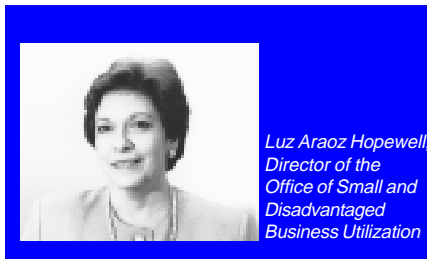
FEDERAL TRANSIT  
ADMINISTRATION

ST. LAWRENCE SEAWAY  
DEVELOPMENT  
CORPORATION

MARITIME  
ADMINISTRATION

RESEARCH &  
SPECIAL PROGRAMS  
ADMINISTRATION

NOVEMBER 1997



Luz Araoz Hopewell,  
Director of the  
Office of Small and  
Disadvantaged  
Business Utilization

If we are truly committed to helping welfare recipients better their situation by finding employment, we must ensure they have ready access to public transportation. By expanding our current transportation infrastructure and developing mass transit projects with these goals, we in the transportation industry can help welfare recipients make the transition from Welfare-to-Work a reality.

U.S. Department of Transportation Secretary Rodney E. Slater is dedicated to promoting the hiring of current welfare recipients, not only as government employees, but also as private sector employees, by offering incentives to DOT contractors and grantees who hire, train, and retain welfare recipients. This Welfare-to-Work partnership will help the unemployed get good jobs, provide DOT and its contractors with an increased supply of employees, and ultimately improve America's economy by transforming welfare recipients into wage earners.

We also welcome the opportunity to feature success stories of small and disadvantaged business owners. This month, we feature a very successful small business owner who is living the American dream. Mr. Fred Saia, owner

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## Transportation Is The "To" In The Welfare-To-Work Initiative

Most Americans know that if they need to travel to work, they can easily do so. This is not true for many low-income families. Current transit services frequently do not connect central city residents with suburban jobs, making it difficult, and often impossible, for unemployed individuals to access employment opportunities. U.S. Department of Transportation Secretary Rodney E. Slater and President Clinton have developed a legislative proposal to address these transportation needs.

To make the workplace more accessible to low-income families, Secretary Slater and President Clinton have proposed to provide \$600 million six year *Access to Jobs* programs to assist states and localities in providing transportation and mass transit in low-income areas. As this funding will be equally matched with State, local, private, and other non-DOT Federal funds (including the Departments of Labor, Health and Human Services, and Housing and Urban Development), a total of \$1.2 billion will actually be expended for this effort.

This initiative is part of the \$175 billion National Economic Crossroads Transportation Efficiency Act (NEXTEA), which has been submitted to Congress. After defense and entitlements, NEXTEA is one of the largest federal programs. The DOT agency that will manage the NEXTEA funding for this initiative is the Federal Transit Administration (FTA). The FTA has named the Welfare-to-Work enterprise *Access to Jobs*.

The FTA points out that the suburbs of major cities have over twice as many jobs as the central cities, yet inner cities have the greatest concentration of welfare recipients. One study of a major metropolitan area showed that transit could reach only 40% of available entry level jobs, even with trips of almost 1 1/2 hours.

The FTA also points out that many rural inhabitants may be considered unemployable without the public transportation services needed to travel often long distances to the job market. Shift work sometimes occurs at night or on weekends when transit service is infrequent or nonexistent. Single parents getting their children to childcare commonly need to make transfers to get to work.

The *Access to Jobs* program will provide the flexibility to allow local planners and service providers to optimize their resources. By combining Federal, State, and local resources from multiple programs, with a single goal in mind – helping economically disadvantaged individuals to seek, find, and retain jobs supported by affordable transportation – it is anticipated that this program will succeed.

In a parallel effort, the Secretary is encouraging transportation industry employers and DOT contractors to take up President Clinton's challenge to do their part in hiring welfare recipients. To encourage and provide technical assistance to

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## Follow the Money...

### LaGuardia Low Level Windshear Alert System Network Expansion Installation

In November of 1997, the Federal Aviation Administration intends to post (in electronic format only at "www.faa.gov/asu/faaco") a Screening Information Request (SIR) for offers to install a Low Level Windshear Alert System - Network Expansion (LLWAS-NE) at New York, LaGuardia Airport. Proposals will be required within approximately 30 days thereafter. The selected contractor shall be required to provide installation activities, to include installation of all LLWAS-NE GFE hardware and software in accordance with the Statement of Work. The planned time

of installation is February/March 1998. Within approximately 2 weeks after the posting the FAA intends to make available a site visit opportunity.

Qualified concerns interested in this contract opportunity should submit their company name, address, and the name and number of a point of contact to Gerald Boyer, Contracting Officer, ASU-320, Federal Aviation Administration, 800 Independence Ave., Washington, D.C. 20591. For further information, call Mr. Boyer at (202) 267-3689 or email at [geraldboyer@faa.dot.gov](mailto:geraldboyer@faa.dot.gov).

#### *Proposed Initiatives, continued from page 1*

companies, including Federal contractors, that want to hire, train, and retain welfare recipients, President Clinton announced in May 1997 the Welfare-to-Work Partnership. This initiative is voluntary, and participating contractors may not displace their existing employees.

Secretary Slater is personally committed to supporting President Clinton to achieve this goal, and has directed the leadership of the Department to work together to support and promote the Welfare-to-Work initiative. Secretary Slater requested them to contact DOT contractors and grantees "who can best foster this voluntary initiative...and to explain its benefits." To encourage the hiring and training of welfare recipients, the following incentives have been proposed: *Federal Government Incentives to Employers:*

- Give tax credits to employers that create new jobs for the hardest-to-employ welfare recipients. This tax credit would be \$3,500 the first year, \$5,000 the second year. The credit

would allow employers to claim a 50% credit on the first \$10,000 of annual wages paid to long-term welfare recipients.

- Treat education and training assistance, health care, and child dependent care expenditures as eligible wages.
- Expand the State Infrastructure Bank (SIB) program so that all States and Puerto Rico can establish SIBs, using some of their regular capital apportionment's. The SIB is a finance initiative to cut red tape, produce new financial tools, stretch federal dollars, and attract private sector funding.
- Provide a credit enhancement program for transportation projects that are very large or have particular national significance.
- Make interest and insurance costs of borrowing eligible capital costs.

#### *DOT Incentives to DOT Contractors:*

DOT will recognize, as allowable costs under the Federal Acquisition Regulations (FARs):

### Procurement Forecast FY98 Available

As a service to you, DOT is now making the FY98 Procurement Forecast available on the World Wide Web (<http://osdbuweb.dot.gov/procure.htm>) and click on Procurement Categories), on its automated Fax-On-Demand data retrieval system, and in book format as well. This year, the Forecast is conveniently divided into 28 procurement categories, such as: Construction; Computer Related Services; and Environmental Services. To access the Forecast by Fax-On-Demand, simply call 1-800-532-1169 (press 1) and respond to the instructions given. For a book copy, hold on the line to speak to a representative. For web assistance, contact the webmaster at: [osdbu@basetech.com](mailto:osdbu@basetech.com).

- Those costs spent in training persons hired off the welfare rolls, if such costs are related to the job for which the persons have been hired.
- Associated transportation and child day care costs for those individuals after they are hired to work under Federal Assistance programs. All reimbursable costs to the employer are allowable only for persons hired off the welfare rolls who are supporting DOT specific contracts within that business.

Also, the Work Opportunity Tax Credit (WOTC) may reduce employers' Federal tax liability by as much as \$2,100 for each qualified new worker. For details on WOTC, see <http://www.doleta.gov/wotc.htm>.

For more information about participating in DOT's Welfare-to-Work Partnership, contact Associate OSDBU Director, Will Terry Moore, (202) 366-1902, or visit the acquisition web site at <http://www.dot.gov/ost/m60/acqwork/> or send email to [acq.dot@ost.dot.gov](mailto:acq.dot@ost.dot.gov).

## Fred Saia: American Indian Entrepreneur

In recognition of National American Indian Heritage Month, we focus on entrepreneur Fred Saia, an American Indian who, through hard work and determination, has become president and CEO of the Oneida Group of Companies.

Fred Saia is a Seneca and a native of Buffalo, New York. While majoring in geology at the University of Buffalo, Fred worked part-time installing fences. When he graduated in 1975 and could not find a job in his major, he turned to his experience in fencing. The result was Oneida Fence.

The mid-1970s was the advent of affirmative action programs. With the help of the Greater Buffalo Partnership, Fred took advantage of these programs to become a certified Disadvantaged Business Enterprise (DBE) for the U.S. Department of Transportation (US DOT). Oneida Fence grew steadily. With \$1.4 million in current annual sales, it has become the second largest fence company in Buffalo, N.Y. Its largest project has been installing 16,000 feet of fence for the New York State Thruway.

In 1994, Fred was approached by a material supplier with an offer to be the first minority concrete supplier in Buffalo. Four big construction projects — including a new airport and major highway work — were begun in Buffalo at that time. Fred raised \$500,000 and invested in a concrete plant and three trucks. Today, Oneida Concrete Products has \$5.4 million in annual sales and is the Buffalo area's third largest supplier of concrete.

Fred Saia talks proudly about his steady rise in business: "We were small, so we got into segments that the big guys don't do — like fencing and concrete. We complement the general contractors and we like being a subcontractor. There are no shortcuts, so we don't take any. We put in the bids, do the work on time, and have a reputation for completion. And, we price to make a fair profit so we'll be around tomorrow to bid the next job." His advice to Indian students who

want to become entrepreneurs: "Get all the training you can in...engineering and math; they help you think and prepare you to see business problems and opportunities."

Active in his community, Fred has served as president of the Minority Business Council and is board treasurer of the Native American Community Services in Buffalo. Just as he was helped two decades ago to establish his company, Fred now devotes his efforts toward helping small businesses on the Cataraugus Reservation to get

started and acquire visibility.

For additional information, contact Fred Saia at Oneida Sales & Service, 199 Grider St., Buffalo, NY, 14215, or call (716) 897-1212 or email at <http://www.oneidagroup.com>.

*Adapted from an article written by*

*Richard Pierce, Regional Director of the US DOT Liaison Outreach and Services Program (LOSP) under a partnership agreement with the American Indian Science & Engineering Society (AISES). For more information on the LOSP, visit the OSDBU web site.*



*Tom Saia (L) and Fred Saia (R), President of Oneida Concrete Products*

## OSDBU Continues to Support the Small Business Effort

The U.S. Department of Transportation (DOT) Office of Small and Disadvantaged Business Utilization (OSDBU) continues its effort to support small, disadvantaged, and women-owned businesses by bringing them the information and resources necessary to participate in DOT contracts. This issue of *The Transportation Link* highlights the OSDBU's Transportation Forum in Little Rock, Arkansas on December 2, 1997. This forum is designed to educate, train, and assist small businesses to secure DOT funded procurement and DOT assisted contracting opportunities with federal, State and local transportation agencies. Federal, State and local officials will discuss their procurement opportunities that are available to small businesses and how they can compete for contracts. In addition, information concerning the DOT Bonding Assistance and Short Term Lending Programs will be presented as a support system to secure and maintain DOT contracts. *For more information, see box below.*

### OSDBU Presents: The Little Rock Transportation Forum

December 2, 1997, 8:00 a.m. to 3:00 p.m.

Arkansas' Excelsior Hotel, Three Statehouse Plaza, Little Rock, AR 72201.

Admission is free. For further information or to register for the Forum, please contact Nelson Quinones at JDG Associates, Inc., at 800-532-1169, extension 69886.

*Desk of the Director, continued from page 1*  
of Oneida Concrete Products, resides in Buffalo, New York and has annual sales of \$5.4 million. His success represents what a strong partnership with the Department of Transportation can accomplish. As a Native American Indian, this story is timely in that it is featured in November, American Indian National Heritage Month. In recognition of American Indian National Heritage Month, I want to congratulate all American Indian entrepreneurs who have forged into the world of small business.

In addition, I would also like to extend congratulations to Dr. George Kovatch, the former Director of the Small Business Innovation Research (SBIR) Program. Dr. Kovatch's outstanding support of technical innovation and business achievement were formally recognized in a White House ceremony on October 16th when he received the Small Business Administration Tibbetts Award. Throughout his years of dedicated public service, Dr. Kovatch has guided this initiative through its critical development phase and, through his leadership and innovation, steered the DOT SBIR program into recognition by the Small Business Administration as the "model" among all Federal SBIR programs.

## CALENDAR OF EVENTS OF INTEREST TO M/WBES NOVEMBER/DECEMBER 1997

| Date           | Event  | Location                   | Contact   |
|----------------|--|----------------------------|---|
| November 13    | <b>Federal Engineering Environment Contracting 2000</b>  | Long Beach, CA             | Ellen Mack, (562) 951-2103  |
| November 13    | <b>How to Start and Manage Your Own Business Seminar</b>   | St. Louis, MO              | Joyce Reed, (314) 539-6600 ext. 248   |
| November 14    | <b>NCSDC Trade Fair</b> , Sponsored by the Northern California Supplier Development Council  | Oakland, CA                | Linda Noble (415) 894-0022  |
| November 17    | <b>Small Business Procurement Opportunity Fair</b>   | Roanoke, VA                | Glenda Calver, (540) 964-7334   |
| November 19    | <b>Governor's Business Opportunity Conference</b>  | Boise, ID                  | Larry Demirelli, (208) 334-2470   |
| November 20-23 | <b>American Indian Science &amp; Engineering Society, AISES 19th Annual National Conference</b>                                    | Houston, TX                | Jaime Rosales, (619) 535-0050   |
| November 20    | <b>Basics Of Opening A Business</b>  | Portland, OR               | Bob Hanson, (503) 326-5211  |
| November 20    | <b>Opportunity Day</b> , Sponsored by The Clark County General Services Department   | Las Vegas, NV              | Nanette Creech (702) 455-3138   |
| November 20-22 | <b>MED Week '97</b> , Sponsored by the SBA and the US Department of Commerce, Minority Business Development Agency                 | Washington, DC             | Ms. Len Baker (703) 941-9082; online registration-<br><a href="http://www.medweek.gov">http://www.medweek.gov</a> |
| November 24    | <b>Marketplace '97</b> , Procurement Opportunities for Small Business, Sponsored by Small Business & Technology Development Center | Research Triangle Park, NC | Jenny McKee, (919) 715-7272 (800) 258-9762  |
| December 2     | <b>DOT/OSDBU Little Rock Transportation Forum</b>  | Little Rock, AR            | Nelson Quinones, (800) 532-1169 ext. 69886  |
| December 7-9   | <b>AAE Economic Forum</b> , Sponsored by the American Airport Executives   | Orlando, FL                | Will James, (703) 824-0500 ext. 149   |

<http://osdbuweb.dot.gov>

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